


Amendments to the Specification:


Please amend the title on page 1, lines 1-3, as follows:

~~SYSTEM AND METHOD FOR SPECIFYING FACTORS CONTRIBUTING TO
ENHANCE ENHANCING PEOPLE'S WILL TO ACHIEVE RESULTS
AND FOR DETERMINING PROPERTIES OF PEOPLE WHICH ARE
RELATED TO SPECIFIED FACTORS~~

Please amend the paragraph at page 1, line 26 to page 2, line 3, as follows:

 No one yet has correctly found or specified factors which ~~causes~~ cause workers to have a mind to do it. Therefore, it is not possible to evaluate the will-enhancement factor of each individual sales person or sales division. As a result of this, no adequate instructions (or advises) for encouraging sales persons (or sales groups) to get business results can ~~not~~ be provided.

Please amend the paragraph at page 23, lines 10-15, as follows:

 For example, for the will-enhancement factor '1', the obtained value is 2.7, and ~~2.7/4.03=0.62~~ 2.7/4.3 = 0.62, which is quite low. For the will-enhancement factor '2', it can be said that the obtained value is 4.2, and $4.2/4.4=0.95$, which means that this will-enhancement factor '2' is about the same level as that of the respondent. In the same manner, the properties of those respondents which are related to the will-enhancement factors '3' to '7' are determined.